

# Illinois Department of Commerce and Economic Opportunity

## IEN Report for September

	September	CY10	FY11	HISTORICAL TO DATE	TOTALS 09-TO DATE
<b>Total SBDC Network Customers Served</b>	3,169	27,669	8,837	727,815	60,708
<b>SBDC Customers Served (all activities)</b>					
Total SBDC Clients Counseled:	1,271	8,259	2,986	302,993	19,571
Total SBDC Counseling Hours:	3,902	47,212	11,534	1,185,274	112,128
Average Hours Per Case:	3.07	5.72	3.86	3.91	5.73
SBDC Training Attendees:	1,280	13,394	3,935	333,181	27,797
Minority Clients Counseled: (all sessions)	333	2,164	745	51,093	5,327
Minority Training Attendees:	166	2,602	562	59,496	5,370
Women Clients Counseled: (all sessions)	415	2,758	982	87,401	6,487
Women Training Attendees:	412	4,349	998	129,299	9,023
<b>Procurement Technical Assistance Centers</b>					
PTAC Clients Counseled	300	1,889	949	16,550	4,065
Initial PTAC Counseling Sessions	40	557	200	19,882	1,536
All PTAC Counseling Sessions	587	5,832	2,092	60,088	13,680
Total PTAC Counseling Hours:	850	8,672	3,492	82,395	19,180
Average Hours Per Case:	2.83	4.59	3.68	4.98	4.83
Total PTAC Clients Trained:	201	3,332	606	46,641	6,944
Minority Businesses Counseled: (all sessic	156	2,062	649	39,030	4,577
Women Businesses Counseled: (all sessic	187	1,872	739	42,635	4,482
<b>Economic Impact of Assistance Provided:</b>					
SBDC Jobs Created:	232	2,067	629	73,859	5,436
SBDC Jobs Retained:	487	4,190	933	96,607	10,490
SBDC Total Loans Secured:	21	278	74	9,411	705
SBDC Loan Dollars Assisted: \$	\$4,872,500	\$50,971,333	\$11,885,230	\$1,713,138,561	\$220,179,660
SBDC Total Non Debt Financing:	25	563	94	5,506	1,412
SBDC Non Debt Financing: \$	\$1,484,950	\$47,241,728	\$5,825,373	\$464,155,143	\$102,129,091
SBDC New Business Starts:	7	236	47	10,544	597
SBDC Existing Business Expansions:	7	153	33	4,318	384
PTAC Jobs Created:	160	1,926	793	13,574	2,634
PTAC Jobs Retained:	1,755	4,961	2,394	43,896	9,574
PTAC Contracts Assisted:	185	1,842	455	52,971	4,294
PTAC Contract \$ Assisted:	\$90,455,280	\$653,270,566	\$147,282,211	\$9,101,166,627	\$2,647,753,480
ITC Sales Assisted: \$	\$0	\$172,579,257	\$9,826,700	\$1,514,605,641	\$403,968,177
NOC Sales Assisted: \$	\$0	\$19,145,904	\$1,630,000	\$450,370,804	\$87,521,904
<b>First Stop:</b>					
Start up Kits:	0	0	0	75,957	0
Regulatory / Assistance Information:	708	6,467	1,996	207,585	16,647
<b>Office of Regulatory Assistance:</b>					
Draft Regulations Reviewed:	27	272	102	9,854	605
Draft Regulations Commented On:	10	92	24	1,478	179
<b>Environmental Assistance Program:</b>					
Total Businesses Assisted:	197	1,336	371	125,478	2,937
Total Helpline Calls Received:	47	673	113	13,014	1,571

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### Breakdown of Funding Sources

	September	CY10	FY11	HISTORICAL TOTALS TO DATE	TOTALS 09-TO DATE
<b>International Trade Center Clients Served:</b>					
Total ITC Clients Counseled:	64	528	187	10,932	1,250
Total ITC Counseling Hours:	283	4,040	1,010	62,195	9,730
Average Hours Per Case	4.42	7.65	5.40	5.69	7.78
ITC Clients Trained:	16	1,060	348	13,031	1,168
Minority Clients Counseled: (all sessions)	16	53	23	671	117
Women Clients Counseled: (all sessions)	14	85	29	891	186
ITC Jobs Created	0	53	21	1,293	170
ITC Jobs Retained	0	358	63	3,964	1,154
<b>Nafta Opportunity Trade Center Clients Served:</b>					
Total NOC Clients Counseled:	15	108	50	3,640	249
Total NOC Counseling Hours:	66	1,566	319	26,015	3,775
Average Hours Per Case	4.40	14.50	6.38	7.15	15.16
NOC Clients Trained:	0	73	23	5,142	297
Minority Clients Counseled: (all sessions)	0	7	2	147	12
Women Clients Counseled: (all sessions)	3	20	11	361	36
NOC Jobs Created	0	8	0	671	54
NOC Jobs Retained	0	69	33	2,456	379
<b>SBDC Day Care Center Clients Served:</b>					
Total Day Care Clients Counseled	3	84	3	619	136
Total Day Care Counseling Hours	8	152	8	1,860	324
Average Hours Per Case	2.67	1.81	2.67	3.00	2.38
Day Care Clients Trained	0	929	0	6,576	1,149
Minority Clients Counseled (all sessions)	2	653	2	343	679
Women Clients Counseled (all sessions)	2	745	2	532	794
<b>Entrepreneurship Center Clients Served</b>					
EC Clients Assisted	77	238	161	8,568	795
EC Clients # of Challenge Grants	4	26	8	841	124
EC Clients \$ Value of Challenge Grants	\$25,000	\$144,125	\$53,375	\$5,116,898	1,037,814
EC Clients Capital Leveraged	\$1,525,000	\$41,102,073	\$32,733,048	\$466,679,461	113,505,092
EC Clients Jobs Created	3	339	290	8,525	1,811
EC Clients Jobs Retained	0	1,087	714	14,182	4,939
<b>DAR Client Served</b>					
Total DAR Clients Counseled	10	149	54	168	168
Total DAR Counseling Hours	12	435	104	476	476
Average Hours Per Case	1.20	2.92	1.93	5.08	2.83
Total DAR Client Trained	44	597	78	731	731
Minority Clients Counseled	4	46	19	59	49
Women Clients Counseled	4	56	6	51	61
DAR Jobs Created	0	0	0	0	0
DAR Jobs Retained	0	0	0	0	0